

## Boiler Maintenance Can Heat Up Your Sales

It's interesting that the same people who change their smoke detector batteries every year and their car oil every 3,000 miles will let their boilers go year after year without even a thought of preventive maintenance. Yet when the boiler breaks down in the middle of winter after decades of faithful service, you are the one who gets an emergency phone call from the surprised homeowner.

One way to avoid these emergency calls and to generate additional business is to develop a regular boiler preventive maintenance service for your customers. In addition to saving your customers money on fuel consumption and costly parts replacements, regular maintenance can also prevent potentially hazardous conditions. The following "refresher" tips are designed to help you deal with problem areas for different types of boilers and create your own boiler maintenance program.

Hot water, steam, gas-fired, and oil-fired boilers all have special maintenance requirements. In particular, oil-fired boilers need more frequent inspection. And, if the boiler is also used to heat domestic water, it's operating year 'round and should be inspected at least twice a year. In general, a thorough boiler inspection/maintenance program involves checking:

- The fuel system - for proper operation, leaks and controls
- The combustion system - for boiler and exhaust leaks and signs of overheating
- Heating system - for leaks, uneven heating and zone balancing
- The circulator pump - should run quietly
- The water - should be clean
- Gauges - they may not be accurate, so compare them to a standard gauge
- Expansion tanks - check the pressure
- Controls - follow the manufacturer's recommended procedures
- Safety devices - safety relief valves,

temperature and pressure controls, low water and flow-sensing devices all need special inspection

### Don't forget the controls and safety devices

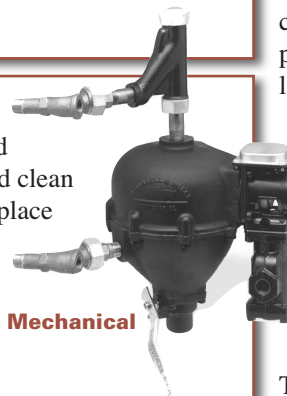
There are many types of controls and safety devices used with boilers that require maintenance as well - check the manufacturers' recommended maintenance procedures. Some general guidelines to follow:

- Probe-type low-water cutoffs should be removed and inspected, and the probes cleaned or replaced annually



**M&M RB-122 LWCO**

- Mechanical feeders - remove and clean the strainer and clean the cartridge, and replace them if necessary



**M&M Series 47 Mechanical Feeder / LWCO**

- Float-type controls - remove and inspect the float mechanism, and clean and replace it if necessary



**M&M Series 150 Float-Type Control**

- Forced circulation copper boilers have flow switches - remove them for inspection and cleaning annually. Check for deterioration of the paddles and replace the paddles if necessary since they can affect the operation of the flow switch.



**M&M FS4-3 Liquid Flow Switch**

It takes some effort to remove and clean the probes, low water cutoffs, float-type controls and flow switches, but if you don't perform this important procedure, you're likely to get a call-back during the busy heating season. Be sure to inspect the controls and safety devices, and your customers will appreciate your diligence when they realize that their boilers operate more effectively and efficiently, especially in the cold winter months when lack of maintenance is most likely to cause problems.

These tips should help you keep your customers happy while generating new business for your company.

**For more information on boiler controls, or answers to any steam or hot water heating question, contact your local McDonnell & Miller/Hoffman Specialty Representative, or visit our websites at [www.mcdonnellmiller.com](http://www.mcdonnellmiller.com) or [www.hoffmanspecialty.com](http://www.hoffmanspecialty.com).**

**Compliments of:**